

# Sales

## START TUESDAY

### JUNE 23

# OPEN UNTIL 8

## FIRST DAY

# Barkers

## KENSINGTON

# PONTINGS

See Tomorrow's Evening Standard and Evening News for Example Bargains

BOOK TO KENSINGTON HIGH STREET UNDERGROUND STATION BUSES 9, 9, 28, 31, 30, 32, 33, 34, 35, 36, 37, 38, 39, 40, 41, 42, 43, 44, 45, 46, 47, 48, 49, 50, 51, 52, 53, 54, 55, 56, 57, 58, 59, 60, 61, 62, 63, 64, 65, 66, 67, 68, 69, 70, 71, 72, 73, 74, 75, 76, 77, 78, 79, 80, 81, 82, 83, 84, 85, 86, 87, 88, 89, 90, 91, 92, 93, 94, 95, 96, 97, 98, 99, 100, 101, 102, 103, 104, 105, 106, 107, 108, 109, 110, 111, 112, 113, 114, 115, 116, 117, 118, 119, 120, 121, 122, 123, 124, 125, 126, 127, 128, 129, 130, 131, 132, 133, 134, 135, 136, 137, 138, 139, 140, 141, 142, 143, 144, 145, 146, 147, 148, 149, 150, 151, 152, 153, 154, 155, 156, 157, 158, 159, 160, 161, 162, 163, 164, 165, 166, 167, 168, 169, 170, 171, 172, 173, 174, 175, 176, 177, 178, 179, 180, 181, 182, 183, 184, 185, 186, 187, 188, 189, 190, 191, 192, 193, 194, 195, 196, 197, 198, 199, 200, 201, 202, 203, 204, 205, 206, 207, 208, 209, 210, 211, 212, 213, 214, 215, 216, 217, 218, 219, 220, 221, 222, 223, 224, 225, 226, 227, 228, 229, 230, 231, 232, 233, 234, 235, 236, 237, 238, 239, 240, 241, 242, 243, 244, 245, 246, 247, 248, 249, 250, 251, 252, 253, 254, 255, 256, 257, 258, 259, 260, 261, 262, 263, 264, 265, 266, 267, 268, 269, 270, 271, 272, 273, 274, 275, 276, 277, 278, 279, 280, 281, 282, 283, 284, 285, 286, 287, 288, 289, 290, 291, 292, 293, 294, 295, 296, 297, 298, 299, 300, 301, 302, 303, 304, 305, 306, 307, 308, 309, 310, 311, 312, 313, 314, 315, 316, 317, 318, 319, 320, 321, 322, 323, 324, 325, 326, 327, 328, 329, 330, 331, 332, 333, 334, 335, 336, 337, 338, 339, 340, 341, 342, 343, 344, 345, 346, 347, 348, 349, 350, 351, 352, 353, 354, 355, 356, 357, 358, 359, 360, 361, 362, 363, 364, 365, 366, 367, 368, 369, 370, 371, 372, 373, 374, 375, 376, 377, 378, 379, 380, 381, 382, 383, 384, 385, 386, 387, 388, 389, 390, 391, 392, 393, 394, 395, 396, 397, 398, 399, 400, 401, 402, 403, 404, 405, 406, 407, 408, 409, 410, 411, 412, 413, 414, 415, 416, 417, 418, 419, 420, 421, 422, 423, 424, 425, 426, 427, 428, 429, 430, 431, 432, 433, 434, 435, 436, 437, 438, 439, 440, 441, 442, 443, 444, 445, 446, 447, 448, 449, 450, 451, 452, 453, 454, 455, 456, 457, 458, 459, 460, 461, 462, 463, 464, 465, 466, 467, 468, 469, 470, 471, 472, 473, 474, 475, 476, 477, 478, 479, 480, 481, 482, 483, 484, 485, 486, 487, 488, 489, 490, 491, 492, 493, 494, 495, 496, 497, 498, 499, 500, 501, 502, 503, 504, 505, 506, 507, 508, 509, 510, 511, 512, 513, 514, 515, 516, 517, 518, 519, 520, 521, 522, 523, 524, 525, 526, 527, 528, 529, 530, 531, 532, 533, 534, 535, 536, 537, 538, 539, 540, 541, 542, 543, 544, 545, 546, 547, 548, 549, 550, 551, 552, 553, 554, 555, 556, 557, 558, 559, 560, 561, 562, 563, 564, 565, 566, 567, 568, 569, 570, 571, 572, 573, 574, 575, 576, 577, 578, 579, 580, 581, 582, 583, 584, 585, 586, 587, 588, 589, 590, 591, 592, 593, 594, 595, 596, 597, 598, 599, 600, 601, 602, 603, 604, 605, 606, 607, 608, 609, 610, 611, 612, 613, 614, 615, 616, 617, 618, 619, 620, 621, 622, 623, 624, 625, 626, 627, 628, 629, 630, 631, 632, 633, 634, 635, 636, 637, 638, 639, 640, 641, 642, 643, 644, 645, 646, 647, 648, 649, 650, 651, 652, 653, 654, 655, 656, 657, 658, 659, 660, 661, 662, 663, 664, 665, 666, 667, 668, 669, 670, 671, 672, 673, 674, 675, 676, 677, 678, 679, 680, 681, 682, 683, 684, 685, 686, 687, 688, 689, 690, 691, 692, 693, 694, 695, 696, 697, 698, 699, 700, 701, 702, 703, 704, 705, 706, 707, 708, 709, 710, 711, 712, 713, 714, 715, 716, 717, 718, 719, 720, 721, 722, 723, 724, 725, 726, 727, 728, 729, 730, 731, 732, 733, 734, 735, 736, 737, 738, 739, 740, 741, 742, 743, 744, 745, 746, 747, 748, 749, 750, 751, 752, 753, 754, 755, 756, 757, 758, 759, 760, 761, 762, 763, 764, 765, 766, 767, 768, 769, 770, 771, 772, 773, 774, 775, 776, 777, 778, 779, 780, 781, 782, 783, 784, 785, 786, 787, 788, 789, 790, 791, 792, 793, 794, 795, 796, 797, 798, 799, 800, 801, 802, 803, 804, 805, 806, 807, 808, 809, 810, 811, 812, 813, 814, 815, 816, 817, 818, 819, 820, 821, 822, 823, 824, 825, 826, 827, 828, 829, 830, 831, 832, 833, 834, 835, 836, 837, 838, 839, 840, 841, 842, 843, 844, 845, 846, 847, 848, 849, 850, 851, 852, 853, 854, 855, 856, 857, 858, 859, 860, 861, 862, 863, 864, 865, 866, 867, 868, 869, 870, 871, 872, 873, 874, 875, 876, 877, 878, 879, 880, 881, 882, 883, 884, 885, 886, 887, 888, 889, 890, 891, 892, 893, 894, 895, 896, 897, 898, 899, 900, 901, 902, 903, 904, 905, 906, 907, 908, 909, 910, 911, 912, 913, 914, 915, 916, 917, 918, 919, 920, 921, 922, 923, 924, 925, 926, 927, 928, 929, 930, 931, 932, 933, 934, 935, 936, 937, 938, 939, 940, 941, 942, 943, 944, 945, 946, 947, 948, 949, 950, 951, 952, 953, 954, 955, 956, 957, 958, 959, 960, 961, 962, 963, 964, 965, 966, 967, 968, 969, 970, 971, 972, 973, 974, 975, 976, 977, 978, 979, 980, 981, 982, 983, 984, 985, 986, 987, 988, 989, 990, 991, 992, 993, 994, 995, 996, 997, 998, 999, 1000

# HER JOBS

## FEMALE PERSONNEL OFFICER

Our client, a leading marketing oriented company which is part of an international group, wishes to strengthen its personnel department. The main task will be the recruitment of middle management personnel in a department which is already doing very well. A professional and experienced lady is needed to help in the general work of the department and in particular to help in the recruitment of middle management personnel. The successful candidate should have a minimum of five years experience in personnel or administrative work, preferably in a marketing or sales environment. She should be a good communicator and have a good knowledge of the company's products and services. The position is based in London and offers a competitive salary and benefits package. If you are interested, please send your CV to: P.A. Advertising Ltd., 10, Avenue Road, London N1 1PL. Tel: 01-252 4551.

## SECRETARIES

work in the happy atmosphere of Shell Centre

Starting salaries in the range £105 - £120 p.w. Minimum speeds 200-45 wpm. Previous experience not essential. Interesting work and career opportunities to progress to jobs with higher salary ceilings. You get free three-course lunches in well-appointed staff restaurants, excellent sports and social facilities on the premises—one of Europe's most modern office buildings, opposite Waterloo Station (British Rail Southern). Enquiries from Buxton and Northern Lines come straight into the building, and we are also on the London Underground. I like to know more?—then telephone us on 934 2528.

## SENIOR EXECUTIVE SECRETARY

We are looking for a Senior Secretary and wish to appoint a SENIOR SECRETARY to a Director of a leading international company. The successful candidate will be responsible for the day-to-day running of the office and will be required to handle a high volume of correspondence. She should have a minimum of five years experience in a similar position and should be a good communicator. The position is based in London and offers a competitive salary and benefits package. If you are interested, please send your CV to: P.A. Advertising Ltd., 10, Avenue Road, London N1 1PL. Tel: 01-252 4551.

## Women to the four

We admit we have in our midst one or two misogynists who think we're taking a chance advertising for four women, with the view to giving them management posts in the near future. But the majority hold ideas more consistent with contemporary thinking on other matters like manpower planning, finance, purchasing and marketing. All four women must have spent at least two years in industry and be adept at beating the men at their own game. Even in a progressive organisation like ours many expect a woman to be twice as good as a man to earn the same high salary. Currently we are offering opportunities in the following functions:

**Manpower Planning:** to work in this key area improving the effectiveness of our manpower resources totalling several thousand people in the UK. Must be a graduate in economics, sociology, technology or mathematics. Based at Harlow but there will be some travel in Britain. Future prospects will be in personnel, marketing or general management.

**Finance:** what we would really like is a graduate with a professional accounting qualification, but we would be prepared to talk to those who would be willing to study for it. At which point you join our accounting and finance team will obviously depend on how much you know. Good promotion prospects which are not limited to the accounting function.

**Purchasing:** this function is of increasing importance to the profitability of the Group. A graduate of any discipline who has the ability to subject existing techniques to a vigorous intellectual analysis will develop new concepts in material control. She should also have the personality to charm or bully suppliers to meet delivery schedules. There are good opportunities for a more demanding post in the future. After an initial assignment at one of our manufacturing divisions she will later be based at our UK headquarters in Harlow.

**Sales & Marketing:** exciting opportunities in marketing assignments within our expanding European sales organisation or for an electronics or computer sales team. A working knowledge of German would be useful. Location in Harlow or Harlow.

Harlow is a modern town, well situated in attractive countryside, with a good London Rail and London Underground service. It offers a high standard of living and a good social life. Applications are invited from career women of all ages whose domestic responsibilities will allow them to travel to Harlow. Please send to:

Miss K. Robertson,  
Personnel Manager,  
ITT Components Group Europe,  
Standard Telephones & Cables Ltd.,  
Edinburgh Way, Harlow, Essex.

ITT

# EGG AND SHIRLEY CONNAN

## Without a stain on her

PENELOPE TREE was wearing her whitest face: it was the pale yellow-grey colour of a bun that had not yet been put in the oven. She wore patch-work trousers, a multi-coloured sash and a yellow blouse carefully stained in jagged areas with a deeper yellow and occasional dabs of brown. Enviously, I thought that if Penelope Tree split her whole damn dinner in her lap the stains probably wouldn't show after she had brushed it off.

Summer is the stain season. One child quietly eating an ice-cream on a tatty beach; one picnic on the grass after which Dad's shirt is stained not only with grass but beer and spaghetti; one toddler illegally chewing Daddy's red felt pen; and Mummy has yet another heap of problems, only this time they're chemical.

You have to be a dry-cleaner's daughter to cope calmly with these situations. Luckily, I am. It's treacherous, but I would say you can save a lot of dry-cleaning bills if you equip yourself with a stain removal kit. Keep this in a plastic knife-box out of reach of children and label all bottles. In the tray, put:

Cotton wool; tissues; lint; two small sponges; pudding basin (it's best if it is not plastic because it should be heavy, so less likely to tip over when someone stains it); a bottle of methylated spirits; borax; carbon tetrachloride; a grease solvent which should be used near an open window to blow away fumes; two old hand towels; 20 vol. 4 per cent solution of hydrogen peroxide; small packet of soapless detergent; Goddard's Dry Clean spray; an excellent aerosol cleaner; 60 (medium size) from Nelfridges; box washing soda; soda

sylphon; small bottle benzine; small bottle glycerine; wire clothes brush; a ruthless weapon—use gently; ordinary clothes brush.

Whatever the stain, act on it immediately by soaking in lots of cold water, using soap if necessary. (This is almost always possible, unless Royalty is present. Once, at a dull dinner party, a bottle of red wine exploded and we all looked as though we had been assassinated. Boves, I should the women into the bathroom and show their lovely dresses into a bath of cold water. I forget whether the stains came out, but we had a marvellous party.) If cold water doesn't remove the stain try using lukewarm water and ordinary old soap. Never use hot water or you may permanently set the stain.

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to stop and think about it.

Never buy anything white that must be dry cleaned; it will always come back from the cleaners pale grey, because dry cleaning spirit isn't white in the first place.

**Ballpoint pen:** soak with methylated spirit then wash.

**Felt pen ink:** soak immediately in cold water then rub with methylated spirit.

**Chewing gum:** to freeze-harden the gum rub with a cube of ice in polythene bag to prevent wetting the material; scrape as much as possible off with a fingernail, then use carbon tetrachloride.

**Ice cream:** use carbon tetrachloride, then wash.

**Fruit, including tomato sauce:** wash out immediately in cold water, then warm water with detergent. Wash delicate fabrics in cold water, work glycerine into stain and leave for one hour, then wash out with detergent and warm water. On non-washable fabrics leave glycerine for several hours, then sponge with liquid detergent and water. Better still, always tuck your napkin in your neck when eating spaghetti, regardless of the company, because this stain is potential disaster.

**Jam:** soak in warm borax solution, then wash.

**Lipstick:** use carbon tetrachloride followed by soap and water.

**Make-up:** is mostly grease. Remove, even the powder round your neckline, with carbon tetrachloride followed by soap and water.

**Nail varnish:** can be removed with varnish solvent or acetone, but these must not be used on synthetic fabrics.

**Hair lacquer on mirror:** wipe with methylated spirit.

**Glass:** rub with smths, then wash.

**Latex adhesives:** can be removed with a special remover made by Copicol.

**Search marks:** rise immediately in cold running water, sponge with borax and water. If this has no result try a weak solution of hydrogen peroxide.

**Iron mould:** Drip on solution of salt of lemon (2 teaspoonfuls to 1 pint warm water), rinse well, then wash. Or rust remover, such as Moxal, 24 from Buxton.

**Candlewax:** Although any man-

curial or Latin lover will tell you never to use them as weapons, scrape as much wax as possible off with your fingernails. If the wax is on wood do the best you can by rubbing with fingernail and ball of finger. If the wax is staining a cloth, place blotting paper over the stain, iron over it with a hot iron and attack any remaining stain with carbon tetrachloride.

**Tar:** Scrape off with the back of a knife. Douse with benzine (highly flammable). If tar has hardened first soften with eucalyptus oil.

**Beer:** sponge immediately with plenty of clear cold water.

**Wine:** soak in borax solution and launder.

**Coffee, tea (and—I discovered last week—curry on pink dressing gown):** Instant action essential. Sponge with borax and warm water.

**Stains inside teapot:** fill the teapot with boiling water and add one teaspoonful of denture cleaning powder and stir. Leave for several hours, then rinse thoroughly. Alternatively, don't let anyone look in the teapot.

**Animal messes:** sponge with borax solution (1 pint water to one desertspoonful borax). Wipe with clean water.

**Bird droppings:** dissolve a handful of washing soda and a tablespoonful of soapless detergent in half a bucket of warm water. Scrub the droppings with it.

**Vomit:** sponge with borax solution. On a carpet remove vomit with a cloth, then squirt area with soda syphon to get rid of smell.

**Urine:** sponge or wash with warm water. Sponge remaining stain with solution of vinegar and water (one tablespoon vinegar to one pint water).

**Pony-and-foal place mat:** in heavy-duty, foam-backed, wipeable vinyl for babies to spill their strained carrots on. It measures about 16 in. by 12 in. This is also available in green, red, yellow, blue, white, and black. Each from the Layette Department at Kingstons on Thames, Ealing and Wokingham, and Selfridges.

Text by Gillian Edwards (fashion), Barry Phillips (home), and Anna C. (style). Illustrations by Jenny Davies, Michael Roberts, Moya Bui and Apicella. Design by Leslie Jessup.



Nostalgic frocks with a deliberately Workers' Playtime air. Midi girl has a contrast inset bib front and collar; mini girl has frills over her shoulders and puff sleeves; both have belts to tie in a bow behind. Fine washable Tricel drapes is used in positive and negative versions, i.e. black or white ground with yellow, green and purple flowers or red, lemon and purple. By a new firm. Petals: midi 7 gn, mini £4 9s. 6d., sizes 10-14. Both from Irvine Sellers, 358 and 72 Oxford Street, 262 Regent Street, 25 Carnaby Street, London W1 and 82 King's Road, London SW3; or 2007, 159 Oxford Street, London W1 and 7 Oldham Street, Manchester.

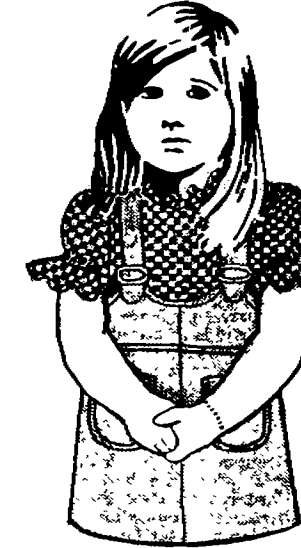
## Well-schooled

BRUCE KEMBLE, as becomes a journalist, made headlines last week with the publication of his book 'Give Your Child a Chance' (W. H. Allen 30s) and his assertions about widespread illiteracy in Britain.

But it isn't for his attacks on the Department of Education's complacency that parents should read the book (assuming they can read). They will find it not only valuable in guiding them through the jungle of their children's formal education, but also in advising them on the role they should play in it (you don't have to agree with it all).

Chapters include what he calls 'the vital years'—birth to five, with a lot of information about toys; nursery schools and play groups; learning to read (his hobby horse); choosing a school; further education and university.

A SET of attractive African teak bowls is the latest OBSERVER special selection. There's one large bowl, for salad or fruit, 10 in. in diameter and 4 in. deep for 4 gn, and a matching pair of salad servers for £1 5s. Four small bowls, 6 in. in diameter and 2 in. deep, are £4 10s; for four. Prices include postage, and cheques or postal orders should be made out to 'Observer Special Selection', and sent to PO Box 618, London W13. Detail and pretty pictures on page 23 of today's Colour Magazine.



This Country and Western style gingham and denim skirt and blouse were designed by Bobby Hillson, illustrator-turned-designer, for her first range of tough pretty children's clothes for the up-to-sixes. There are trousers too, and many of her clothes are as suitable for boys as for girls.

Skirt and blouse are in blue or red. Sizes (ages) 2, 4 or 6. Skirt, from 39s. 6d.; blouse from 29s. 9d. From John Dobbs, 32 Putney High Street, London SW15; Raggy Ann's Toys, 5 Tranquil Vale, Blackheath, London SE3; Early Years, 48 Highgate High Street, London N8.

## SECRETARY/P.A.

Needed to work with the Director of a company marketing computing and calculating equipment. Fluent French essential and a knowledge of German Italian would be a further advantage as the work involves close liaison with companies in these countries.

The successful applicant would be aged about 25, of neat appearance. She will also be a first class typist with a working knowledge of shorthand. A generous salary in the region of £13,500 p.a. will be paid.

Please write to us on telephone, Mr. J. A. Sherry, MULVINO LTD., 36-42 Baker St., London, E.C.1. TEL: 01-253 7711.

## UNIVERSITY OF NOTTINGHAM UNIVERSITY HEALTH SERVICE

**CRIPPS HEALTH CENTRE**  
Applications are invited from STATE REGISTERED NURSES for the full-time residential appointment of NURSE. The duties will include the care of out-patients and in-patients in the Health Centre and co-operation with the physicians and other members of staff to form a closely knit medical team. Salary will be according to qualifications and experience on the Registrar's Nursing Scale within the salary range £1032 to £1371. Further particulars and forms of application, returnable not later than the 30th June, from THE STAFF APPOINTMENTS OFFICE, University of Nottingham, University Park, Nottingham.

## THE COMMUNITY RELATIONS COMMISSION

**SECRETARY**  
to the Social Development Office (Webster) has a main concern in the family and community relations. The duties will include the care of out-patients and in-patients in the Health Centre and co-operation with the physicians and other members of staff to form a closely knit medical team. Salary will be according to qualifications and experience on the Registrar's Nursing Scale within the salary range £1032 to £1371. Further particulars and forms of application, returnable not later than the 30th June, from THE STAFF APPOINTMENTS OFFICE, University of Nottingham, University Park, Nottingham.

## SEC PERSONAL ASSISTANT

By CAMBRIDGE MOLECULAR BIOLOGISTS to assume considerable executive responsibilities in connection with the Cambridge Molecular Biology Centre. Previous experience of editorial work an advantage; shorthand essential, language facilities Card allowance. Starting salary £40 p.w. plus 15%.

## SEC SECRETARY

required by Senior Partner in large firm of Solicitors with commercial and international practice. Mergate Liverpool Street area. Knowledge of Spanish an advantage. Accurate shorthand. Excellent salary plus lunchtime vouchers. Modern office, other fringe benefits. Write giving full details to Box 5514, The Observer, London E.C.4.

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